



Firm Capital American Realty Partners Trust

INVESTOR PRESENTATION - Q1 2020



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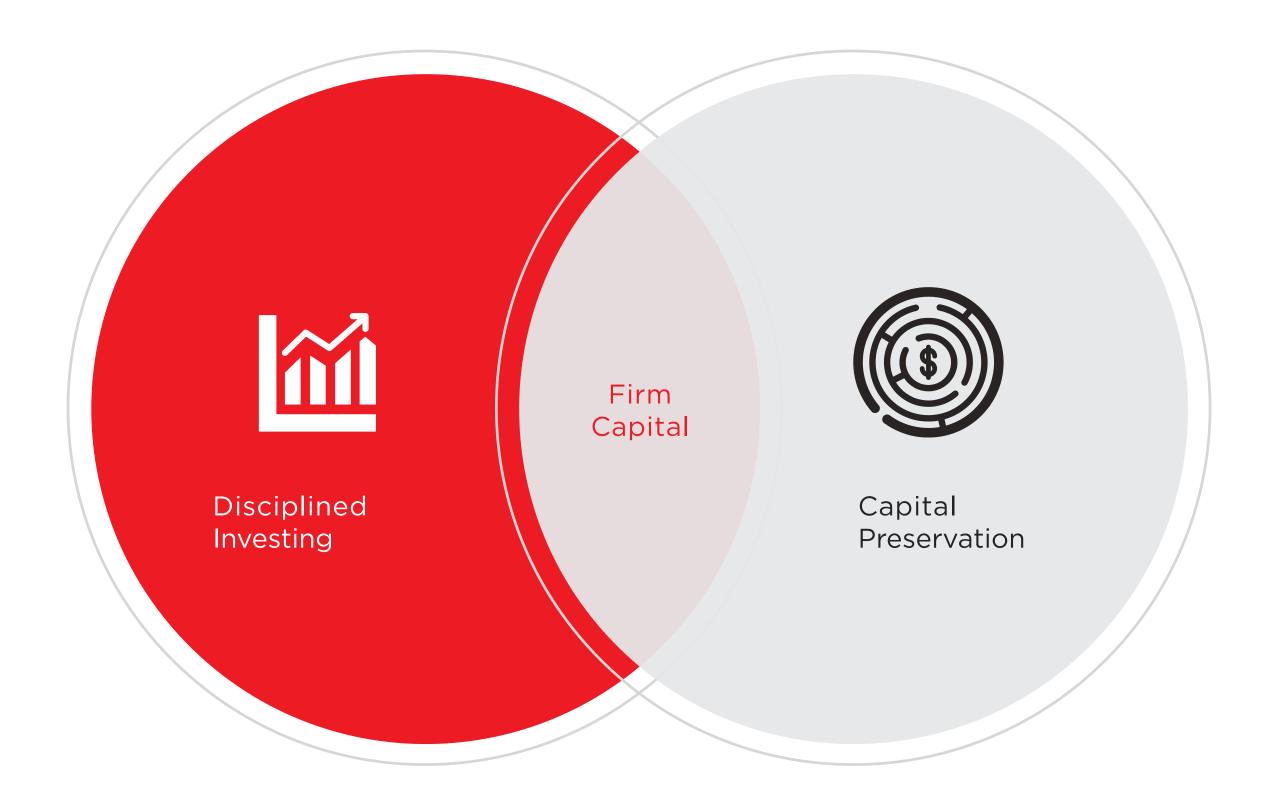
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Introduction



Firm Capital with approximately CAD\$3.5 Billion of assets under management operates as a boutique real estate and financial services equity investment company deploying capital opportunistically between debt and equity in the real estate private and public markets across Canada and parts of the U.S.

Operating in the same industry for over 32 years









Since inception in 1988,

Firm Capital has established an exceptional track record demonstrated by past performance and prides itself on its risk management abilities to protect and preserve capital, while acting as a disciplined investor.

PROFICIENT SERVICES PROVIDED BY FIRM CAPITAL:

- Mortgage Lender
- Principal Investor
- Capital Partner
- Activist and Innovative Investor
- Property and Asset Manager

Firm Capital Advantage

Investing Integrity



EXPERIENCE MATTERS

Experienced team managing debt and real estate throughout a real estate cycle

30+ year track record with combined of over 100 years industry experience

DIRECT INVESTMENTS

Strong alignment of interest through direct investment in assets by management team and board members

PUBLIC ENTITIES

Public entities provide transparency, safety & liquidity and are governed by rigid investment & operating policies



DISCIPLINED INVESTING

Disciplined investing focused on capital preservation & consistent returns

PROVEN TRACK RECORD

Long term track record creating value with attractive yields for investors

Investment Highlights



Unique Blend of Underlying Assets	 Preferred & Common Equity Investment (Joint Ventures) in 41 Multi-Family Residential Properties with 2,073 units in seven different U.S. States Preferred Capital Loan Investments on 8 Multi-Family Residential Properties with 1,405 Residential units in New York & Houston
Alignment of Interests	 Management Team & Board Members have ownership interest of approximately 25% based on current outstanding trust units
Strategic Portfolio Diversification	 Strategically diversified by geography (across 7 U.S. states) and investment type (blend of income producing real estate investments & mortgage debt investments)
Compelling Investment Metrics & Attractive Growth	 Quarterly distributions of USD\$0.059/Unit (an increase of 5% from Q4/2018) NAV increased by a 9%+ Compounded Annual Growth Rate ("CAGR") from \$7.85/Unit in Q3/2017 to \$8.95/Unit in Q1/2020¹ The Trust's Return of Capital for 2020 is expected to be approximately 85% of distributions
Disciplined Philosophy for Growth & Income	 Full capital stack investment model targets balanced growth and income returns to the Trust, including mix of common equity returns (targeted at >20%), preferred equity returns (targeted at >8%), and bridge lending returns (targeted at >12%)
Traded on TSX Venture Exchange As At Last Equity Offering Of Units (March 13, 2020)	 TSXV: FCA.U for \$USD & TSXV: FCA.UN for \$CAD USD\$8.20/Unit for FCA.U & CAD\$10.90/Unit for FCA.UN Market Capitalization: USD\$69.9 Million Units Issued: Approximately 8.5 million Yield: Approximately 3%

(1) CAGR calculation includes cash dividends paid during the period

2020/Q1 Financial Highlights



In USD\$ millions, unless per unit or % amounts	Quarter Ended March 31, 2020	Quarter Ended March 31, 2019
Net Income	\$1.1	\$1.7
AFFO/Unit	\$0.07	\$0.07
NAV/Unit	\$8.95	\$8.80
Distributions/Unit	\$0.059	\$0.059
Leverage ⁽¹⁾	18.6%	23.6%
Portfolio Size ⁽²⁾	\$154.3	\$118.0

⁽¹⁾ Defined as Mortgages/Investment Portfolio, where the investment Portfolio includes the Trust's investment properties, equity accounted and preferred investments and preferred capital investments and mortgages excludes the convertible debentures. Including the convertible debentures the leverage would be 31.2%.

⁽²⁾ Calculated including the pro-forma consolidation of its interests in the equity accounted and preferred investments assuming proportionate consolidation.

Investment Strategy



The Trust's investment strategy

is executed through the following platforms:

Real Estate Investments:

- Acquisition of income producing real estate
- Focus in major cities across the U.S.
- Joint venture partnerships with local industry expert owners/operators who retain property management responsibility

Debt Investments:

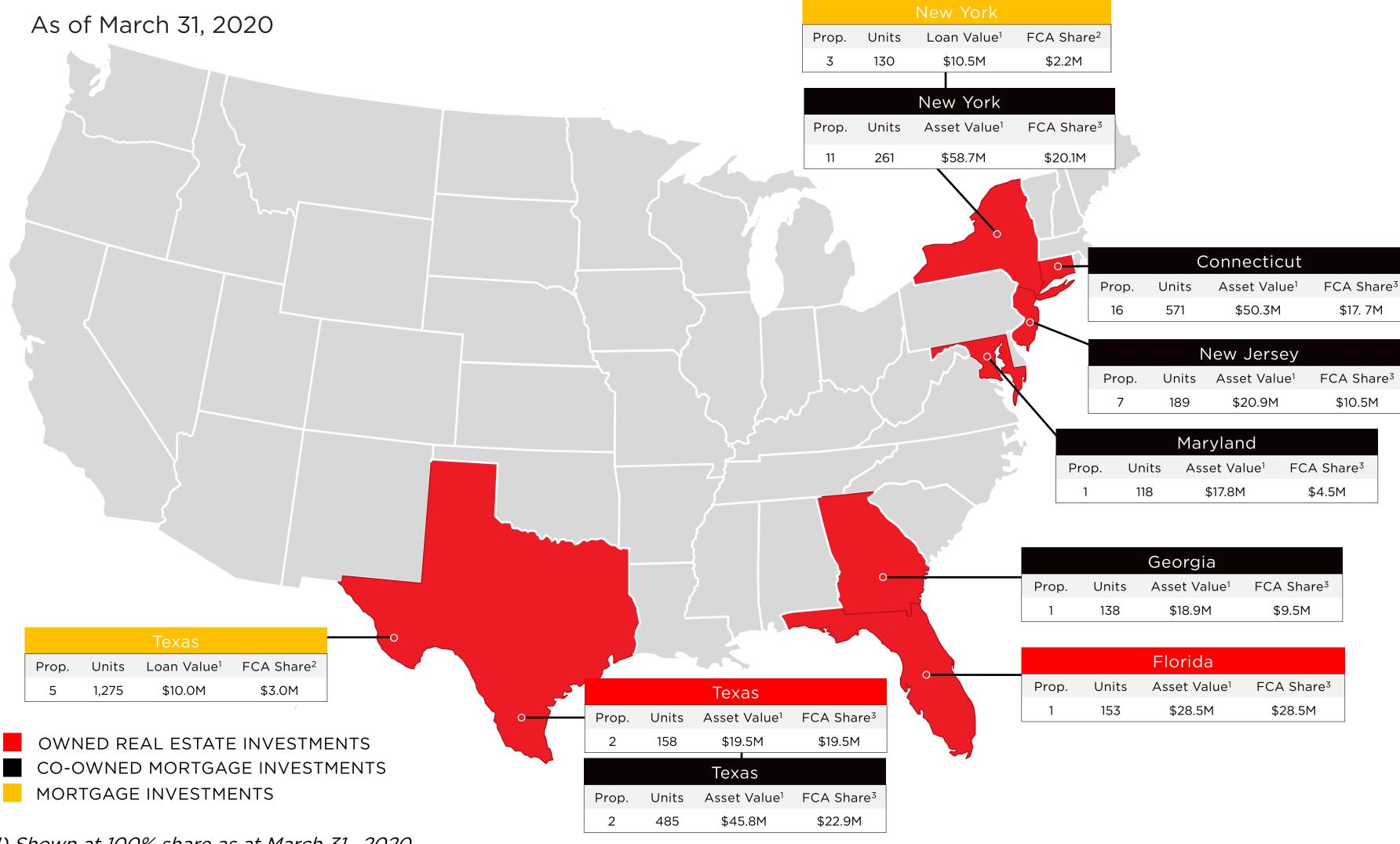
- Real estate debt and equity lending platform
- Major cities across the U.S.
- All forms of shorter-term bridge mortgage loans and joint venture capital

The Trust is positioned to participate in all levels of the capital stack:

Targeted Capital Stack for Investing						
	Senior Debt	First Lien Mortgages				
Shorter - Term	Subordinated Debt	Second Lien Mortgages				
	Mezzanine Debt	Gap Financing				
Longer -	Preferred Equity	Preferred Equity Repaid With Set Terms				
Term	Common Equity	Investment Ownership				

Property Summary¹





- (1) Shown at 100% share as at March 31, 2020
- (2) FCA share of total loan; based on participation percentage
- (3) FCA share of asset value; based on common equity ownership



Investment Profile

- The Trust's portfolio of investment properties is comprised of 2,073 residential units across 41 apartment properties in 7 U.S. states and provides a broad platform for further external growth opportunities
- In addition, the Trust's mortgage investments are currently comprised of two preferred capital loans secured by New York City and Houston apartment properties, providing high current income and enhancing the overall portfolio yield

Current Investment Portfolio (US\$ in millions)(1)								
	Sta	te Properties	Units ^{(2) (3)}	Occupancy	Asset Value	FCA Pref (\$)	FCA Equity (\$)	FCA Own. (\$)
Owned	Florida	1	153	92.8%	\$28.5	-	\$17.3	100.0%
	Texas	2	158	96.8%	\$19.5	-	\$13.2	100.0%
	New Yo	rk ⁽²⁾ 11	261	98.1%	\$58.7	\$10.7	\$1.9	36.4%
	Marylar	nd 1	118	92.4%	\$17.8	-	\$2.0	25.0%
Co-Owned	Connec	ticut 16	571	90.7%	\$50.3	\$3.6	\$3.6	40.0%
	New Je	rsey 7	189	95.8%	\$20.9	\$2.6	\$2.2	50.0%
	Texas	2	485	94.9%	\$45.8	\$7.1	\$4.3	50.0%
	Georgia	a 1	138	92.8%	\$18.9	\$2.2	\$1.7	50.0%
Total Residentia	I Units	41	2,073	93.7%	\$260.4	\$26.2	\$46.2	52.5%
Mortgage Investments (US\$ in millions)(1)								
State	Properties	Units	Coupon	Investme	nt Term	FCA Share of	Inv.	
New York	3	130	12.0%	\$10.5	3 Years	\$2.2		

12.0%

1,275

Texas

5

\$10.0

2 Years

\$3.0

⁽¹⁾ All figures are shown at 100% share, except under columns for "FCA Pref" and "FCA Equity";

⁽²⁾Includes two commercial units

⁽³⁾ Includes five commercial units

REIT Conversion



- On January 1, 2020, Firm Capital American Realty Partners Corp. converted into a Real Estate Investment Trust (REIT)
- The Corporation believes a conversion to an investment Trust would enhance long-term shareholder value by:

PREFERRED STRUCTURE

Expanding the investor base with both retail and institutional investors.

Investment trust structure represents the preferred Canadian structure to own income producing real estate

PEER COMPARABILITY

Enhancing comparability with the Corporation's peers

EFFICIENT VEHICLE

Providing a more efficient vehicle to deliver the benefits of real estate investing from the Corporation's business to investors

TAX EFFICIENCY

Enhancing
shareholder value
by maximizing
cash distributions
to investors in a
more tax efficient
way

Investments Since December 2016



• Below is a list of the investments acquired by the Trust (and its predecessor) since December 2016:

Preferred & Common Equity Investments (US\$)

Portfolio Location	Acr Data	Acq. Purchase	Unito	FCA Inve	estment at Ac	quisition	Preferred	FCA Equity
	Acq. Date	Price @100%	Units	Preferred	Equity	Total	Interest Rate	Ownership
Houston, TX	Jan. 2020	\$27.9M	250	\$3.5M	\$1.2M	\$4.8M	9.0%	50%
Canton, GA	Sep. 2019	\$20.3M	138	\$3.2M	\$1.6M	\$4.8M	8.0%	50%
Hartford, CT	Apr. 2019	\$12.2M	109	\$1.9M	\$1.2M	\$3.1M	8.0%	50%
Bronx, NY	Dec. 2018	\$25.0M	132	\$4.8M	\$1.9M	\$6.7M	8.0%	50%
Houston, TX	Feb. 2018	\$15.3M	235	\$3.5M	\$1.2M	\$4.7M	9.0%	50%
Irvington, NJ	Feb. 2018	\$17.8M	189	\$2.6M	\$0.8M	\$3.4M	9.0%	50%
Bridgeport, CT	Aug. 2017	\$30.5M	462	\$3.8M	\$1.3M	\$5.1M	9.0%	30%
Brentwood, MD	Jan. 2017	\$9.8M	116	\$0.7M	\$0.3M	\$1.0M	8.0%	25%
New York, NY	Dec. 2016	\$38.4M	129	\$4.6M	\$1.5M	\$6.1M	8.0%	23%
Total		\$197.2M	1,760	\$28.6M	\$11.0M	\$39.7M	8.5%	43.3%

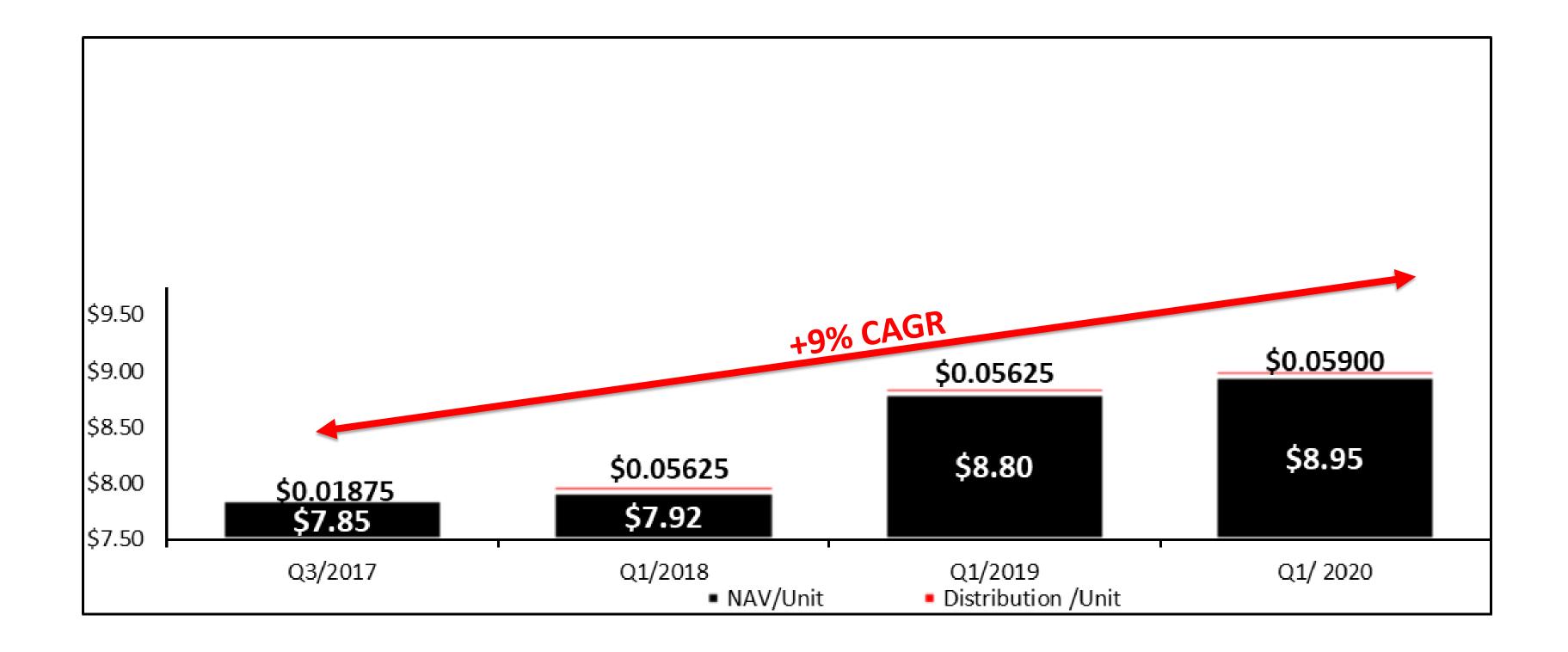
Preferred Capital Loan Investments (US\$)

Portfolio Location	Acq. Date	Total Pref. Loan at Acquisition	Units	FCA Investment at Acquisition	Pref. Interest Rate	FCA Loan Ownership	Term
Manhattan, NY	Dec. 2017	\$12.0M	130	\$2.5M	12.0%	21%	3 years
Houston, TX	Nov. 2019	\$10.0M	1,275	\$3.0M	12.0%	30%	2 years

Firm Capital American Realty Partners Trust

Reported NAV & Distributions Per Unit

- Net asset value ("NAV") has increased by 9% year-over-year, since Q3/2017
- Distributions were implemented in Q3/2017 and later increased to \$0.059/Unit commenced in Q1 2019



Key Highlights (Q4/2015 To Q1/020)



Increased Earnings

- \$1.1 million net income from a \$4.1 million net loss
- \$0.5 million AFFO from a \$1.0 million negative AFFO

Strong Balance Sheet and Capitalization:

- Multi-Family: +\$10.3 million increased valuation
- Equity Investments: Increase of \$38.5 million Unitholders Equity: +156% increase to \$65.1 million

Strong Investment Portfolio Performance

- Net Rental Income: Increased to \$0.6 million from \$0.2 million
- Operating Expenses: 67% decline to \$0.5 million
- Finance Costs: 64% decline to \$0.4 million

New Financing

- Convertible Debentures: Raised CAD\$19.4 million In August 2019
- Equity Offering: Raised \$12.8 Million.





APPENDIX:

INVESTMENT OVERVIEW



Houston, Texas

- January 2020, FCA has purchased a 50% interest, with an unrelated third party, in a multi-family residential building comprised of 250units, located in Houston, Texas
- The joint venture partner is a fully integrated real estate investment firm based in New York City with a main focus on acquiring multifamily value-add properties
- Value-add plan is designed to reposition the buildings by investing in units and upgrading property amenities to capture market rents at a premium to in-place rents
- Purchase price of \$28 million (including transaction costs & further expected capital expenditure)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
- The joint venture partner co-invested in common equity on a 50/50 basis with FCA



Acquisition Funding Structure

New Conventional First Mortgage \$22.1 million / 4.5% rate

Preferred Equity - FCA \$3.5 million / 9.0% rate

FCA \$1.2 million **Common Equity – Joint Venture Partner**\$1.2 million







American

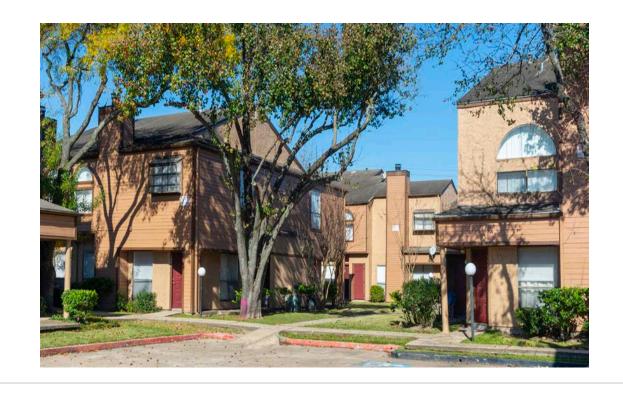
Realty Partners

Preferred Capital Loan



Houston, Texas

- On November 15, 2019, the Firm Capital Group invested \$10 million of preferred equity at a 12.0% coupon for an initial 2-year term, to finance the acquisition of a portfolio of 5 apartment properties comprised of 1,275 residential units in Houston, Texas
- FCA's participation in the preferred equity investment is \$3 million, or 30% of the balance
- The portfolio has 4 properties located in Southwest Houston with the fifth located in Southeast Houston, < 5 miles away from Houston's Hobby airport
- The loan is subordinated to the first mortgage, provided by Greystone, and ranks ahead of about \$11 million of common equity
- The equity sponsor's \$9.6 million value-add plan is being funded by Greystone and is designed to significantly enhance the common areas and property exteriors, and complete an in-suite renovation program to increase the rental income over the term of our investment









Canton, Georgia

- September 2019, FCA has purchased a 50% interest, with an unrelated third party, in a multi-family residential building comprised of 138-units, located in Canton, Georgia
- The joint venture partner is a fully integrated real estate acquisition company based out of Phoenix, Arizona that focuses on multi-family opportunities in the US. The property will be managed by Lincoln Property Company, a national property manager
- The seller completed a renovation of 49 of the 138 units at the property and as result is realizing rent premiums of \$140-150/month over the classic/unrenovated units
- Purchase price of \$20.3 million (including transaction costs & further expected capital expenditure)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
 - The joint venture partner co-invested in common equity on a 50/50 basis with FCA

1 Apartment Building – 138 Units

Acquisition Funding Structure

Conventional First Mortgage \$14.0 million

Preferred Equity - FCA \$3.2 million / 8.0% rate

Common Equity - FCA \$1.6 million **Common Equity – Joint Venture Partner**\$1.6 million







American

Realty Partners



West Hartford, Connecticut

- April 2019, FCA acquired a 50% joint venture ownership in a portfolio
 of two apartment buildings comprised of 109 residential units in West
 Hartford, Connecticut
- The joint venture partner is a fully integrated real estate acquisition and management company based out of Lakewood, New Jersey that focuses on multi-family properties in the Connecticut Area
- Value-add plan is designed to reposition the buildings by investing in unit and building-wide renovations to capture premium market rents
- Purchase price of \$12.2 million (excluding transaction costs)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
- The joint venture partner co-invested in common equity on a 50/50 basis with FCA



2 Apartment Buildings - 109 Units

Acquisition Funding Structure

Conventional First Mortgage \$10.0 million

Preferred Equity - FCA \$1.9 million / 8.0% rate

Common Equity - FCA \$1.2 million **Common Equity – Joint Venture Partner**\$1.2 million









Bronx, New York

- On December 24, 2018, FCA acquired a 50% joint venture ownership in a portfolio of three apartment buildings comprised of 132 residential units in Bronx, New York
- The joint venture partner is a fully integrated real estate investment firm based in New York City with a main focus on acquiring multifamily value-add properties
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture market rents at a premium to in-place rents
- Purchase price of \$25.0 million (including transaction costs)
- FCA invested in a combination of preferred equity and common equity, representing a 50% ownership interest
- The joint venture partner co-invested in common equity on a 50/50 basis with FCA

3 Apartment Buildings - 132 Units

Acquisition Funding Structure

Conventional First Mortgage \$16.5 million

Preferred Equity - FCA \$4.8 million / 8.0% rate

Common Equity - FCA \$1.9 million Common Equity – Joint Venture Partner \$1.9 million







Houston, Texas

- On February 28, 2018, FCA acquired a 50% joint venture ownership in an apartment community comprised of 235 units in Houston, TX
- The joint venture partner is a private real estate investment firm based in New York City and local property management is provided by FCA's existing property manager on its properties in Austin, TX
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capturing premium market rents over a 2-year horizon
- Purchase price of \$15.3 million (excluding transaction costs)
- FCA invested \$4.7 million in a combination of preferred equity (\$3.5 million) and common equity (\$1.2 million), representing a 50% ownership interest
- The joint venture partner co-invested in common equity on a 50/50 basis with FCA



Acquisition Funding Structure

New Conventional First Mortgage \$11.6 million / 4.9% rate

Preferred Equity - FCA \$3.5 million / 9.0% rate

Common Equity - FCA \$1.2 million Common Equity – Joint Venture Partner \$1.2 million







American

Realty Partners



Irvington, New Jersey

- On February 28, 2018, FCA acquired a 50% joint venture ownership in a portfolio of 7 apartment properties comprised of 184 residential units and 5 retail units in Irvington, NJ
- The joint venture partner is a private real estate investment firm based in Brooklyn, NY with a strong presence in New Jersey
- The buildings are already stabilized, with substantial capital improvements to the units and building-wide already completed by the previous owner
- Purchase price of \$17.8 million (excluding transaction costs)
- FCA invested \$3.4 million in a combination of preferred equity (\$2.6 million) and common equity (\$0.8 million), representing a 50% ownership interest
- The joint venture partner co-invested in common equity on a 50/50 basis with FCA







7 Apartment Properties – 184 Units

Acquisition Funding Structure

New Conventional First Mortgage \$14.2 million / 3.8% rate

> **Preferred Equity - FCA** \$2.6 million / 9.0% rate

Common Equity - FCA \$0.8 million

Common Equity -Joint Venture Partner \$0.8 million



Bridgeport, Connecticut

- On August 16, 2017, FCA and the Firm Capital Group acquired a 50% joint venture ownership in a portfolio of 14 apartment properties comprised of 462 residential units in Bridgeport, CT
 - The joint venture partner is a private real estate investment firm based in New York City
- 2nd joint venture investment among partner and FCA (also New York City)
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture premium market rents over a 2-year horizon
- Purchase price of \$30.5 million (excluding transaction costs)
- FCA invested \$5.1 million in a combination of 60% of the preferred equity (\$3.8 million) and common equity (\$1.3 million), representing a 30% ownership interest
- The joint venture partner co-invested in common equity on a 50/50 basis with FCA and Firm Capital Group

14 Apartment Properties - 462 Units

Acquisition Funding Structure

New Conventional First Mortgage \$24.4 million / 4.5% rate

FCA \$3.8 million / 9.0% rate

Common Equity - FCA

\$1.3 million

Preferred Equity-Firm Capital Group \$2.5 million / 9.0% rate

American

Realty Partners

Common Equity –
Joint Venture Partner &
Firm Capital Group
\$3.0 million







Brentwood, Maryland

- On January 18, 2017, FCA and the Firm Capital Group acquired a 50% joint venture ownership in an apartment property comprised of 116 residential units in Brentwood, MD, outside of Washington, DC
- The joint venture partner is a private real estate investment firm based in Baltimore, MD
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture premium market rents over a 3-year horizon
- Purchase price of \$9.8 million (including transaction costs)
- FCA invested \$1.0 million in a combination of 50% of the preferred equity (\$0.7 million) and common equity (\$0.3 million), representing a 25% ownership interest
- The joint venture partner co-invested in common equity on a 50/50 basis with FCA and the Firm Capital Group

1 Apartment Property - 118 Units

Acquisition Funding Structure

New Conventional First Mortgage \$7.8 million / 5.2% rate

Preferred Equity- FCA\$0.7 million / 8.0% rate

Common Equity - FCA \$0.3 million Preferred Equity-Firm Capital Group \$0.7 million / 8.0% rate

American

Realty Partners

Common Equity –
Joint Venture Partner &
Firm Capital Group
\$1.1 million









Manhattan, New York City

- On December 20, 2016, FCA and the Firm Capital Group acquired a 50% joint venture ownership in a portfolio of 8 apartment properties, comprised of 127 residential units and 2 retail units, in the Harlem neighbourhood of Manhattan, New York City
 - The joint venture partner is a private real estate investment firm based in New York City
- Value-add plan is designed to reposition the buildings by investing in units and building-wide renovations to capture premium market rents over a 5-year horizon
- Purchase price of \$38.4 million
- FCA invested \$6.1 million in a combination of 46% of the preferred equity (\$4.6 million) and common equity (\$1.5 million), representing a 23% ownership interest
 - The joint venture partner co-invested in common equity on a 50/50 basis with FCA and the Firm Capital Group

8 Apartment Properties – 127 Residential Units – 2 Retail units

Acquisition Funding Structure

New Conventional First Mortgage \$23.8 million / 3.5% rate

FCA \$4.6 million / 8.0% rate Preferred Equity-Firm Capital Group \$5.5 million / 8.0% rate

Common Equity - FCA \$1.5 million Common Equity –
Joint Venture Partner &
Firm Capital Group
\$5.2 million







Preferred Capital Loan



Manhattan, New York City

- On December 18, 2017 the Firm Capital Group issued a \$12 million preferred capital loan at a 12.0% coupon for an initial 3-year term to a private real estate investment firm based in New York City, to finance the acquisition of a portfolio of 3 apartment properties comprised of 130 residential units in Manhattan, New York City
- FCA's initial participation in the preferred capital loan was for \$2.5 million, or 20.8% of the balance (\$2.2 million currently outstanding)
- The portfolio is comprised of 3 well positioned apartment buildings located on the border of Upper West Side and Harlem, in close proximity to the Columbia University and Central Park
- The loan is subordinated to the first mortgage, provided by a Tier 1 bank
- The capital structure is enhanced by significant common equity infusion from the borrower
- The borrower's value-add plan is designed to renovate and re-tenant the buildings to increase the rental income, while
 providing strong debt service coverage on the loan







Direct Investment:

Florida & Texas

Summerfield Apartments, Sunrise, FL

- 100% ownership
- 7 buildings and 153 units
- 46.8% loan-to-value (includes supplemental loan)
- Historical stabilized occupancy at +/- 95%

South Congress Commons, Austin, TX

- 100% ownership
- 4 buildings and 68 units
- 31.4% loan-to-value
- Historical stabilized occupancy at +/- 95%

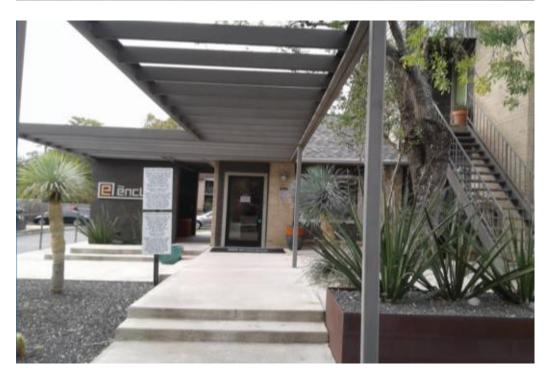
Enclave, Austin, TX

- 100% ownership
- 5 buildings and 90 units
- 39.4% loan-to-value
- Historical stabilized occupancy at +/- 95%









Board of Trustees



	Geoffrey Bledin Chairman, Independent Trustee	 Corporate Director Former President and CEO of Equitable Trust Company Former Partner with Price Waterhouse
S	Keith L. Ray Chairman, Independent Trustee	 CEO of Realvest Management Former Partner with KPMG LLP
Trustees	Pat DiCapo Independent Trustee	 Founder of PowerOne Capital Markets Limited Former attorney with Smith Lyons LLP (now Gowlings WLG) and Goodwin Proctor LLP
	Robert Janson Independent Trustee	 CIO of Westcourt Capital Corporation Former Director for the Ultra High Net Worth Wealth Management Team with UBS Bank Canada
Independent	Howard Smuschkowitz Independent Trustee	 Corporate Director President of Total Body Care Inc. & JRS Capital Management Former President of Homeland Self Storage
	Ojus Ajmera Independent Trustee	Co-founder of FGF Brands
	Valentina Kalyk Independent Trustee	 Over 20 years of capital markets experience, including 15 years with Canaccord Genuity where she was a Managing Director and a senior member of the institutional equity sales team, with a dedicated focus to REITs and real estate
يد	Eli Dadouch Vice Chairman, President & CEO	 Founder, President & CEO of Firm Capital organization President & CEO of Firm Capital Mortgage Investment Corporation (TSX:FC) Vice Chairman, Co-CIO & Trustee of Firm Capital Property Trust (TSXV: FCD.UN)
Management	Sandy Poklar CFO	 COO and Managing Director, Capital Markets & Strategic Developments of Firm Capital Corporation CFO and Trustee of Firm Capital Property Trust (TSXV: FCD.UN) EVP, Finance of Firm Capital Mortgage Investment Corporation (TSX: FC) Trustee of True North Commercial REIT (TSX: TNT.UN) Previous investment banking roles with Macquarie Capital Markets Canada (Toronto) and TD Securities (Toronto)

Substantial Experience in Real Estate Management, Acquisitions, Lending and Finance

Contact Information



OUR CORE PRINCIPLES



TRUST

Our partners, investors and clients can trust Firm Capital to execute on our commitment.



INNOVATION

Firm Capital brings an innovative approach to structuring a transaction.



RELATIONSHIPS

Firm Capital builds strong, long term relationships with its partners, investors and clients.

Firm Capital is a real estate private equity investment firm and alternative investment manager based in Toronto, Canada. Since 1988, Firm Capital has focused on deploying proprietary and managed capital opportunistically between debt and equity investments in the private and public real estate markets. The organization has established an exceptional track record of successfully lending, financing, owning, investing, joint venturing and managing real estate all across Canada and parts of the US. Firm Capital focuses on a simple culture and goal: to be a client driven organization with impeccable integrity focused on preservation of capital through disciplined tactical investing at the same time as building long term relationships.

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Firm Capital American Realty Partners Trust

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